


BROADBAND EXPANSION GRANT APPLICATION

For Fiscal Year 2022

Primary Applicant (Name and Address): <div style="text-align: center;"> US Internet 12450 Wayzata Blvd #315 Minnetonka MN 55305 </div>	Applications MUST be UPLOADED to ERF via the Commission's website, http://psc.wi.gov/apps35/ERF_upload/content/mymenu.aspx . Refer to section 2.3 for detailed instructions. Applications are due and MUST be uploaded to ERF no later than: March 17, 2022 at 4:00pm (16:00) Central Time. Late applications will not be accepted.				
	Contact for further information: PSCStatebroadbandoffice@wisconsin.gov				
	Date: March 17, 2022				
<p>The Public Service Commission of Wisconsin is seeking applications for Broadband Expansion Grants. The Commission may award one or more grants during Fiscal Year 2022 to public and private entities that meet the eligibility requirements set forth in Wis. Stat. § 196.504. This grant round will be funded with bond proceeds authorized by the Wisconsin Building Commission pursuant to Wis. Stat. § 13.48(30). As such, successful applicants are subject to the requirements of Wis. Stat. § 13.48(30). Successful applicants will demonstrate a clear and achievable plan to improve broadband communications services in one or more underserved areas in the State.</p>					
<p>Applicant Certification: In signing this application, the undersigned verifies under penalty of perjury that the Applicant and its employees and agents have not, either directly or indirectly, entered into any agreement or participated in any collusion or otherwise taken any action in restraint of free competition with respect to this application; that no attempt has been made to induce any other person or firm to submit or not to submit an application; that this application has been independently arrived at without collusion with any other proposer, competitor or potential competitor; that this application has not been knowingly disclosed prior to the opening of applications to any other applicant or competitor; that all of the responses and representations of Applicant in this application are true and correct to the best of the undersigned's knowledge, information, and belief; and that Applicant agrees to, accepts, and will comply with all of the terms and conditions respecting this application and any award of a broadband expansion grant as may be established in a grant award Agreement.</p>					
Name of Authorized Representative (Type or Print) Daniel Kesselmayer	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 50%;">Title</td> <td style="width: 50%;">Phone</td> </tr> <tr> <td style="text-align: center;">Wisconsin Division Manager</td> <td style="text-align: center;">(608) 609-0190</td> </tr> </table>	Title	Phone	Wisconsin Division Manager	(608) 609-0190
Title	Phone				
Wisconsin Division Manager	(608) 609-0190				
Signature of Authorized Representative 	Date March 17, 2022				

SUMMARY OF GRANT APPLICATION

Primary Applicant Name <p style="text-align: center;">US Internet</p>	Amount of Broadband Grant Request (round to nearest dollar) <p style="text-align: center;">\$2,079,649</p>
Federal Employer Identification No. <p style="text-align: center;">41-1808536</p>	Amount of Matching Funds Pledged (round to nearest dollar) <p style="text-align: center;">\$1,386,433</p>
Contact Name and Title <p style="text-align: center;">Daniel Kesselmayer Wisconsin Division Manager</p>	Total Cost of Proposed Project (round to nearest dollar) <p style="text-align: center;">\$3,466,082</p>
Telephone Number <p style="text-align: center;">608-609-0190</p>	Project Name <p style="text-align: center;">Light The Lake – Phase 3</p>
E-mail Address(es) <p style="text-align: center;">DKesselmayer@usinternet.com</p>	Type of Proposed Broadband Service (FTTH, Cable, DSL, etc.) <p style="text-align: center;">FTTH</p>
Grant Manager, if different than Primary Applicant <p style="text-align: center;">US Internet – Wisconsin Division, LLC</p>	Type of Proposed Project (Last-mile, Middle-Mile, backbone, other) <p style="text-align: center;">Last Mile</p>
Grant Manager Contact Name <p style="text-align: center;">Daniel Kesselmayer</p>	Grant Manager Email Address and Telephone Number <p style="text-align: center;">DKesselmayer@usinternet.com 608-609-0190</p>
If the application proposes a public-private partnership, list the names, addresses, and FEINs of the partner companies or organizations <p>Yes, this project involves a public-private partnership between US Internet and Winnebago County Industrial Development Board, Town of Vinland, Town of Winchester and Town of Winneconne</p>	
Brief Project Description (2 sentences) <p>US Internet is proposing to expand on previous PSCW funded areas and deploy 35 miles of new fiber optic plant in Winnebago County to connect 721 unserved and underserved locations.</p>	
Maximum Proposed Download Transmission Speed <p style="text-align: center;">10Gbps</p>	Maximum Proposed Upload Transmission Speed <p style="text-align: center;">10Gbps</p>
Minimum Proposed Download Speed to Customer Location <p style="text-align: center;">300 Mbps</p>	Minimum Proposed Upload Transmission Speed to Customer Location <p style="text-align: center;">300 Mbps</p>
County or Counties served by this project <p style="text-align: center;">Winnebago County</p>	Community or Communities served by this project <p>Town of Vinland Town of Winneconne Town of Eureka Town of Winchester</p>
List of the broadband service providers, if any, currently serving the area the applicant proposes to serve <p style="text-align: center;">Varies by area; Viasat, Century Link, Charter, AT&T</p>	

Does proposed project serve an unserved area of the State, as defined in Section 1.4 of the application instruction? (yes/no) Yes	Is the Applicant certified as a Broadband Forward! Community or Telecommuter Forward! Community, or does the grant project propose to serve a Broadband Forward! Community or Telecommuter Forward! Community? (yes/no) Yes
For last mile projects or component the expected number of Business Locations that will have access to the improved broadband service (i.e., total business locations passed or with new service access). 18	For last mile projects or components the expected number of Residential Locations that will have access to the improved broadband service (i.e., total residential locations passed or with new service access). 703
Of the improved business locations, how many locations are <i>unserved</i> ? 2	Of the improved residential locations, how many are <i>unserved</i> ? 260
For providers that are eligible telecommunications carriers will the proposed broadband service be available to Lifeline customers? (yes/no) Yes	Are there any programs available for low-income households to access low-cost service or discounts? (yes/no) Yes
Is the internet service provider currently participating in the Emergency Broadband Benefit Program? (yes/no) Yes	Is the internet service provider currently participating in the Department of Public Instruction and CESA purchasing's Digital Learning Bridge? (yes/no) No
Did the internet service provider participate in the Public Service Commission's voluntary Broadband Coverage Data Collection in 2021? (yes/no) No	

FY22 Broadband Expansion Grant Application

Budget & Income Summary



Please complete this form using Microsoft Excel. A PDF copy must be attached to your application as page four. In addition, this form must also be uploaded to ERF in Excel format.

Grant Summary

Grant Applicant:	Project:
US Internet	Light The Lake Phase 3

Budget

Line:	Description / Category:	Grant Funds:	Match:	Total:
1	Contractual, Consultant Fees	\$ 1,408,707.00	\$ 939,138.00	\$ 2,347,845.00
2	Equipment	\$ 670,942.00	\$ 447,295.00	\$ 1,118,237.00
3	Supplies			\$ -
4	Labor (Salary, Fringe)			\$ -
5	Permitting, Licensing Fees			\$ -
6	Travel			\$ -
7	Other			\$ -
Total:		\$ 2,079,649.00	\$ 1,386,433.00	\$ 3,466,082.00
				40.0% match requested

Pledged Contributions

#:	Entity:	Entity Type:	Pledge Type:	Pledge:
1	Winnebago County	Partner	Cash	\$ 25,000.00
2	Town of Vinland	Partner	Cash	\$ 5,000.00
3	Town of Winchester	Partner	Cash	\$ 1,500.00
4	Town of Winneconne	Partner	Cash	\$ 2,500.00
5	US Internet	Applicant	Cash	\$ 1,352,433.00
6				
7				
8				
9				
10				
Total:				\$ 1,386,433.00

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I. APPLICANT IDENTIFICATION AND CONTACT INFORMATION (3.2.1)

A. Name of the entity applying for the grant:

US Internet
12450 Wayzata Blvd #315
Minnetonka, MN 55305-1907

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Phone: 608-609-0190

Tim Martin, Chief Financial Officer
Email: Tmartin@usinternet.com
Phone: 952-253-3236

Travis Carter, CEO & Owner
Email: Tcarter@usinternet.com
Phone: 612-275-8675

**B. This application includes a public-private partnership between US Internet and:
Winnebago County Industrial Development Board, Town of Vinland, Town of
Winchester, Town of Winneconne**

Jerry Bougie
Director - Winnebago County IDB
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Phone: 920-232-3340

Don O'Connell
Chairman - Town of Vinland
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Email: VinlandTreas@ntd.net
Phone: 920-235-6953

Matthew Olson
Chairman - Town of Winchester
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Email: Clerk@townofwinchesterwi.com
Phone: 920-836-2948

Matt Woods
Chairman – Town of Winneconne
6494 County Rd M, Winneconne, WI 54986
Email: tn.winn@northnet.net
Phone: 920-582-3260

C. Verification of Applicant's Eligibility

US Internet ("Applicant") is a registered telecommunications utility and meets eligibility requirements set forth in Wis. Stat. § 196.504(1). US Internet is a privately owned, operated, and leading communications provider in the state of Minnesota. A company with 25+ years of experience delivering internet and voice services, US Internet has a proven track record of operating, maintaining, and continually investing in its network. Key organizational highlights include: a 14-year public-private partnership with the city of Minneapolis to operate and manage 2,000 WIFI access points across the city; and a 20,000 square foot data center and internet exchange with connections to exchanges in Minneapolis, Chicago, Omaha, Seattle, Kansas City and Denver, which create network redundancy.

II. Description of the Project (3.2.2)

A. A map and description of the area of the state that will be affected by the proposed project.

US Internet has been fortunate enough to partner with the Public Service Commission on the first two phases of our 'Light the Lake' project during fiscal year's 2020 and 2021 round of grant awards. In phase three of 'Light the Lake', US Internet is proposing to expand upon this previously funded infrastructure and further our reach into rural areas that were unable to be connected previously. Please see Exhibit A which details FY 2020 and FY 2021 grant awarded areas as well as the FY 2022 proposed area.

The third phase of the 'Light The Lake' FTTH project will construct 32 miles of new fiber optic plant to deliver 10 Gbps service to 721 unserved and underserved homes and businesses located in the following communities in western Winnebago County; Town of Vinland, Town of Winchester, Town of Winneconne and the Town of Eureka.

The total cost for phase three of this project is \$3,466,082. US Internet requests a FY 2022 Broadband Expansion Grant of \$2,079,649 to deploy an 'active' fiber network through an area of Wisconsin that has a long history of residents struggling to access anything remotely resembling reliable high speed broadband. US Internet has entered into a public private partnership with Winnebago County, the Town of Vinland, the Town of Winchester and the Town of Winneconne. US Internet and its partners will invest a total of \$1,386,432 towards this project, which equates to a 40% overall match of funds. Please see Exhibit B "Detailed Unit Totals" that provides a detailed breakdown of all construction costs for this proposal.

Only a portion of our proposed service areas are recognized as “unserved or underserved” according to the PSCW mapping. However, we have done extensive research and talked to dozens of residents in these very rural areas and many lack a wired provider that is able to offer anything faster than dial up internet. We have gathered dozens of letters from residents and town leaders that detail their struggle to access broadband. For the purpose of this application, we had to combine letters into a smaller format, please see Exhibit D which details resident’s feedback of broadband services. Exhibit D.1 shows several speed tests from residents within our proposed service areas. In consideration of the direct feedback from the residents of these areas, we respectfully request that the Public Service Commission view the locations within this application as underserved and unserved.

This project has been divided into 4 service areas in order to accurately reflect the allocation of funds to cover only eligible costs per the Public Service Commissions guidelines.

- i. **Service Area 1- The Town of Vinland:** This service area proposes to build 4 miles of new fiber optic infrastructure to service 46 homes and businesses within the Town of Vinland. Please see Exhibit A.1 “Service Area 1: Town of Vinland” which details the proposed construction area. This area would expand upon infrastructure that was funded during phase one of this project.

Service Area 1 will cost \$252,647 to construct. The Town of Vinland has committed a \$5,000 matching grant, and US Internet proposes to commit \$96,058 towards the construction cost of this area; which equates to a 40% match of funds. US Internet is requesting a state grant of \$151,588 for Service Area 1. Please see Exhibit B.1 “Service Area 1: Town of Vinland Cost Analysis” which details the construction totals needed for this area.

This project is so important to the Town of Vinland that the town took the steps to register as a Broadband Forward community. The Town hall, which is also the fire station, only has access to wireless internet which delivers less than 5 Mbps. Please see Exhibit E.1. for The Town of Vinland’s letter of support and financial commitment.

Over the last 12 months, US Internet privately funded a marketing campaign, in conjunction with the Town of Vinland, to identify the needs of residents in regard to broadband services. During this survey period, approximately 60% of the customers that responded to us in this proposed service area indicated that they had no terrestrial based land line options for internet access.

According to the PSCW website, Service Area 1 is not located within an 'underserved' area. After receiving direct written feedback from residents and town leadership, we ask that the commission treat this area as 'unserved and underserved'.

- ii. **Service area 2 – The Town of Winchester:** This service area proposes constructing 18 miles of new fiber optic plant to service 491 locations. Please see Exhibit A.2 "Service Area 2- Town of Winchester" which details the construction Area. Approximately 6 miles of this proposed service area is through incredibly rural farm land with about 55 homes either on, or immediately adjacent to our proposed route. We have spoken to a number of the residents in this area and they have no access to a wired provider for internet service. This area would expand upon infrastructure that was previously funded during phase one of this project.

The total cost for Service Area 2 is \$2,091,631. The Town of Winchester has entered into a public private partnership with US Internet and has committed to providing \$1,500 in a matching grant toward this project. Please see Exhibit E.2 which is the letter of support and financial commitment from the Town of Winchester. US Internet is committing a 40% match for this area, which equates to \$836,652. We are requesting a grant from the state in the amount of \$1,254,978 for this area. Please see exhibit B.2 "Service Area 2: Town of Winchester Cost Analysis" which details the construction totals for this area.

The Town of Winchester has been reaching out to US Internet for over 2 years asking for us to expand our fiber optic service to include its residents. Presently, Winchester is served solely by Centurylink, and only a portion of this area is recognized by the PSCW map to be an underserved area. US Internet, with the help of the Town of Winchester's leadership, reached out to numerous residents and local businesses and asked them to run speed tests to verify that they are in fact an eligible area for this broadband grant program. Please see Exhibit D.1 "Speed Test Receipts" that details the download and upload speeds from these locations. Based on the numerous speed tests and testimonials from the town residents and leadership, we kindly ask that the commission view this entire area as an eligible 'unserved and underserved' area.

- iii. **Service Area 3 – Town of Winneconne:** This proposed service area will deploy 6 miles of new fiber optic infrastructure to pass 80 underserved and unserved homes and businesses. Please see Exhibit A.3 “Service Area 3: Town of Winneconne” which details the proposed construction Area. This area would expand upon infrastructure that was previously funded during phase one of this project.

The total cost for Service Area 3 is \$522,609. For the second time, the Town of Winneconne has entered into a public private partnership with US Internet to deliver high speed broadband to rural areas within the township. The Town of Winneconne has committed \$2500 in a matching grant to the completion of this project. Please see Exhibit E.3 for the Town of Winneconne’s letter of commitment and support. US Internet is committing \$206,543 to the construction of this service area, which is a 40% match of grant funds. We are requesting a PSCW grant in the amount of \$313,565 to construct Service Area 3.

The Town of Winneconne has a long documented history of being a ‘hole in the world’ when it comes to access of reliable high speed broadband. There are at least 28 locations within the proposed service area 3 that have no access to a wired internet service provider. Please see Exhibit D which details some of the resident’s direct feedback of currently available services. Two streets/neighborhoods within this proposed service area are desperately underserved; Clow Road and Breeze Street. We have spoken to residents in both areas and they have been trying to convince AT&T or Charter to come provide service to them for over 20 years, and neither company has extended their lines to provide coverage.

During phase one of the ‘Light The Lake’ project, US Internet and the Public Service Commission negotiated a scaled-down version of the original proposed project. Unfortunately for a portion of the residents of Winneconne, that meant their struggle with access to broadband would continue. Based on the feedback from residents in this area, we ask that the commission please view this area as unserved and underserved.

- iv. **Service Area 4 – Town of Eureka:** This proposed service area will deploy 6 miles of new fiber optic infrastructure to pass 75 underserved and 30 unserved homes and businesses. Please see Exhibit A.4 “Service Area 4: Town of Eureka” which details the proposed construction Area. This area would expand upon infrastructure that was previously funded during phase two of this project.

The total cost for Service Area 4 is \$599,196. For the second time, Winnebago County has entered into a public private partnership with US Internet and has committed a matching grant of \$25,000 to deliver high speed broadband to rural areas. Please see Exhibit E for Winnebago County's letter of commitment and support. US Internet is committing \$214,678 to the construction of this service area, which is a 40% match of grant funds. We are requesting a PSCW grant in the amount of \$359,518 to construct Service Area 4.

The Town of Eureka is a very rural area with little to no access of a reliable internet provider. Other than very small portions of residents that may have line of sight to allow a wireless signal to be delivered, there are no options here for internet connection. According to the PSCW map, this area is served by AT&T ADSL. The reality is, these phone lines were buried decades ago and the infrastructure is in no way capable of providing anything over dialup to these residents. After speaking with several members of the community including the town chairman, due to the ruralness of the area and being located many miles away from the next closest town, this has been long neglected for upgrades to internet systems by AT&T or other providers. Based on the direct feedback, we ask that the public service commission please treat this area as underserved and unserved.

When we consider the four proposed service areas together, approximately 721 rural Wisconsin locations will benefit from this fiber to the home project. Of those homes and businesses, approximately 262 are unserved and 459 are underserved. The total cost of phase three is \$3,466,082. Based on the financial metrics our lenders and investors use for our fiber optic plant expansions, US Internet along with its public private partnerships are committing a 40% match of funds while requesting a state grant for the other 60%.

B. A portion of the area of this proposed project lies within a census block that is designated as eligible for funding in the FY2022 grant cycle. However, after weeks of research including testimonials and speed tests, we believe the Public Service Commission should view the entire proposed area as underserved and unserved. Please see Exhibit D and Exhibit D.1 that detail resident speed tests and feedback.

C. An explanation of how the proposed project will increase broadband access.

Phase three of the 'Light the Lake' Project passes approximately 721 homes and businesses. Of these 721 locations, approximately 262 are unserved and 459 are underserved. To service these locations, 32 miles of new fiber optic plant will need to be constructed. Since there are no other wired internet service providers in most of these areas, we are expecting to see a 60% take rate of services after 2 years. A note on the technology that we will be installing:

- i. This fiber optic infrastructure design will be an ‘active’ fiber architecture and which utilizes remote cabinets. Active architecture consists of every customer having a dedicated fiber optic strand connected directly back to an electronically managed layer 3 switch housed in one of the remote cabinets. Every single port on these switches will be at least 1Gbp/s capable; each customer will have the ability to access 1 Gbps symmetrical service immediately. The layer 3 switches will also have available 10Gbp/s ports; any customer can access 10Gbp/s service, should they select to do so. Our entire network will be capable of providing 1Gbp/s symmetrical service to all locations that the project will pass.
- ii. The outside plant will be completely underground. This underground construction of network not only increases overall network reliability but will allow US Internet to avoid reconstruction when scaling to new service areas.

D. A statement whether the proposed project is targeting the “last mile,” “middle mile,” or backbone portion of the broadband infrastructure.

The proposed project will target “last mile” infrastructure. A new greenfield fiber-to-the-home project will be constructed. Presently, infrastructure to support a fiber-to-the-home project delivering gigabit symmetrical service speeds does not exist in the proposed service areas.

E. A description of the broadband service to be provided.

As one of the first companies in the country to offer 10Gbps residential service, US Internet is proposing the deployment of the fastest, most reliable internet service available anywhere in the United States. If this application is approved, the residents of rural Winnebago county will have access to the exact same service offered in Minneapolis; a stark contrast to what is available now. The internet plans offer unlimited data and no installation fee for customers. US Internet offers three residential packages: (1)\$50 per month for 300Mbps upload and download speeds; (2) \$60 for 500Mbps upload and download speeds; and (3) \$70 for 1Gbps upload and download speeds. Business class customers will be fed from US Internet’s MPLS ring and will have redundant service to their door. Being 100% fiber optic based, with redundant backhaul feeds and an active architecture, the proposed project will allow for limitless future scalability.

F. A schedule by which the applicant intends to complete the components of the proposed project: US Internet’s phase two fiber-to-the-home project begins with grant approval and acceptance by US Internet.

1. Months 1-2: Engineering and environmental work.
2. Months 2-4: Permitting and material order.
3. Months 5-23: Mainline construction, customer acquisition and activation.
4. Month 24: Completion of project.

III. Itemized Budget (3.2.3)

- A. During the planning of this FTTH project, we used a costing structure that allowed a complete breakdown of all construction costs into measurable units. Please see Exhibit B.5 for a complete unit costing breakdown with our contractor labor rates and material costs. All fiber optic infrastructure will be owned 100% by US Internet. This grant application is solely for construction costs and will not subsidize or be a contribution to the operating costs of US Internet.

B. Itemized Budget

Light The Lake' Phase 3 Cost Analysis			
Total Locations Passed:	721	Total Cost	\$3,466,082
		PSCW Grant	\$2,079,649
Underserved Locations:	459	USI Match	\$1,352,432
Unserved Locations:	262	Public Funds	\$34,000
Light The Lake' Phase 3 Construction Costs			
Conduit Labor & Materials	Vault Labor & Materials	Fiber Cable Labor & Materials	Customer Acquisition Labor & Materials
\$1,710,064	\$246,208	\$543,090	\$966,720

US Internet "Light The Lake" Phase 3 Detailed Unit Breakdown			
	Type of Unit	Number of Units	Total Cost
Mainline Construction	Boring & Plowing	187346	\$1,653,860
	Vaults	178	\$246,208
	Fiber Optic Cable & Splicing	228250	\$543,090
	Remote Cabinet	3	\$114,575
Customer Acquisition	Drop	536	\$349,379
	NID	536	\$238,601
	Install	536	\$264,165
Engineering & Permits	Engineering Service	\$53,634	\$53,634
	Permitting	\$2,570	\$2,570

- C. As shown in the itemized budget, all grant funds requested will be used for the sole purpose of constructing broadband infrastructure in the proposed unserved and unserved areas included in this application.

IV. Priority Factors Supporting The Application (3.2.4)

- A. Matching Funds.** The proposed budget is provided above. The total cost of phase three of 'Light the Lake' is \$3,466,082. US Internet is requesting a grant of \$2,079,649 from the Public Service Commission of Wisconsin. With the approval of this grant application, US Internet will be investing \$1,352,432 of private capital for the expansion of high speed broadband to unserved and underserved residents of rural Wisconsin. This equates to an overall 40% match of funds for phase three of this project.
- B. Public-Private Partnerships-** US Internet has entered into a public-private partnership with the communities that will benefit from this project; Winnebago County, Town of Vinland, Town of Winchester and Town of Winneconne. In total, public entities have pledged \$34,000 in grants towards the completion of this project. The breakdown of commitments are as follows:
- i. **Winnebago County** – The industrial Development board has awarded US Internet a matching grant of \$25,000 if this grant proposal is approved by the public service commission. This is the second time that the county has awarded us this grant and has been very supportive of our efforts to bring broadband to the rural areas. Please see Exhibit E which details the Winnebago County's commitment and support.
 - ii. **Town of Vinland** – The Town of Vinland has committed a \$5,000 matching grant to phase three of the 'Light the Lake' project. The town has also registered as a broadband forward community and has helped us reach out to the residents in the area while we were gathering information pertaining to existing broadband in this area. Please see Exhibit E.1 which details the commitment and support from the Town of Vinland.
 - iii. **Town of Winchester** – The Town of Winchester has committed \$1,500 to the completion of this FTTH project servicing the residents of Winchester. The town leadership is also in the process of registering as a broadband forward community which will further help broadband providers connect residents. Please see Exhibit E.2 which details the commitment and support from the Town of Winchester.
 - iv. **Town of Winneconne** – The Town of Winneconne has committed \$2,500 to this project which will help connect residents in the area that have no wired internet connection. This is the second time that the town has committed matching funds to this project. Please see Exhibit E.3 which details the commitment and support of Town of Winneconne.
- c. Existing Broadband Service** – This project covers some very rural areas in Winnebago county that are serviced, poorly at best, by the legacy telephone providers.
- i. Depending on the service area, there is either no wired service providers, or one of the following; AT&T, Charter and Centurylink. AT&T is the Incumbent Local Exchange Carrier in most areas. A good portion of this

proposed project will be overbuilding the old Bell telephone system, which is going on 100 years old at this point, and is now owned by AT&T. This system is physically incapable of delivering anything faster than dial up internet. The advertised speed for AT&T in 97% of this project is between 3Mbps and 6Mbps.

- ii. There are also a couple wireless providers for this area; Viasat and Northern Telephone & Data. Their coverage is based on line-of-sight and is spotty at best.
- iii. Verizon and Cellcom are the wireless carriers for the area. There is no infrastructure that exists in this area which provides comparable service speeds or reliability. There will be absolutely no duplication of service if this grant application is accepted.

D. Project Impact – The proposed Phase three of this project will impact 262 unserved and 459 underserved homes and businesses located in western Winnebago county across the following eligible geographic locations: Town of Vinland, Town of Winchester, Town of Winneconne and Town of Eureka. US internet has enlisted the help of local Wisconsin contractors that will be performing the work on this project; thus leading to the creation of more jobs. US Internet itself has hired 12 people to service the first two phases of this project. We will be hiring and training 3-4 new staff members for highly skilled fiber optic technician positions at our Wisconsin location, which will help further spur economic development in this area.

E. Scalability –

- i. There are many unserved areas that are just beyond the edges of phase three of this proposed project. Specifically, the towns of Island Park, Poy Sippi and Borth. If this grant is approved, fiber optic slack will be placed in handholes with the intention to scale to these new towns after the completion of this project.
- ii. The speed and reliability of this next generation fiber optic network architecture far exceeds the demands that customers will put on it today. We are proposing to build a network that is set up for future generations. Ten to fifteen years ago dialup internet was good enough. The cable companies are using infrastructure that is, in some cases, 30+ years old. US Internet is building tomorrow's network, one that is capable today of 1Tbps. The rationale behind this type of scalable architecture is simple; this is the most reliable, robust and future proofed infrastructure that can be economically deployed. This project will set this geographic territory up to benefit from this network for decades to come.

F. Economic Development – Phase three of this project is a once in a lifetime chance for some incredibly rural Wisconsin residents to have permanent, reliable access to broadband. In this work from home environment that has been created, the need for people to have access remotely is exploding. Under this proposal, we will also be deploying our network in a few neighborhoods that are only partially

built out with homes; in the hopes that access to high speed internet will help the developer sell more lots, which will bring more residents to these communities.

G. Effect Upon Broadband Service To Adjacent Areas-This proposed project targets underserved and unserved areas of the broadband infrastructure. It will not impair the ability of other broadband service providers or competing broadband service providers to extend broadband service to areas adjacent to the proposed project areas.

V. Other Information supporting The Application (3.2.5)

- a. US Internet is an industry leading communications provider and has over 25 years of experience in providing communities and local businesses with leading technology, flexible communication solutions and extraordinary customer care. Facilities owned in Minnesota, Wisconsin and Indiana operate over 600 route miles of fiber optic cable. This robust and reliable network delivers 10Gbps capable services to 40,000+ customers. US Internet also owns and operates, a 20,000 square foot data center and Internet exchange with connections to exchanges in Minneapolis, Chicago, Omaha, Seattle, Kansas City and Denver. Neither US Internet, nor the communities included in this project, have been previous recipients of public service commission funds for this proposed service area.
- b. US internet will not be duplicating existing infrastructure in this area as a 100% fiber optic network for delivering data services to all the homes and business passed, does not currently exist.
- c. US Internet is a telecommunications utility with over 25 years of experience in delivery data service. US Internet has been financially evaluated at over \$400 millions dollars. With annual revenue in excess of \$20 million per year, US Internet and their business partners have the financial wherewithal to undertake this fiber to the home project.
- d. The proposed project will be deploying a fiber network in underserved and unserved portions of western Winnebago County. It will make telemedicine a possibility for the homes in our proposed project area that presently have no access to internet. This project will allow individuals to seek telemedicine and telehealth services and equipment, if needed; telecommunication services that would otherwise be unavailable without access to high speed broadband.
- e. This project will be servicing a school in the Town of Winchester. In addition to connecting this learning center, there is a very high likelihood that some of the 490 unserved and underserved homes within this proposed area are where some of these students call home. US Internet has begun the process to provide our fiber optic service to at least three schools within the first two phases of this project and would like to continue to coordinate with all the schools within our project scope

to deliver more reliable and easier broadband access. With access to our ultra-fast, highly reliable fiber network, students will be able to benefit from state programs such as a virtual charter schools and have the similar opportunities as those that live in more urban areas.

- f. Every community that this proposed project will benefit has brought something to the table to help offset the costs that we will have to deliver our services. The Town of Vinland has committed an easement and matching funds of up to \$5000. The Town of Winchester committed \$1,500 and has helped us market and spread the word on their social media platforms that fiber optics are coming to town. The Town of Winneconne has committed \$2,500 to the completion of this project and has been instrumental in our success during the first two phases. Winnebago County has matched another \$25,000 to help the furtherance of this application. These rural communities have recognized that this is a once in a lifetime opportunity, and they have all pledged to invest in their own communities. The Greater Oshkosh Development Corporation is also in support of this project and have been instrumental in facilitating communication and planning with Winnebago County.
- g. US Internet is widely known for their customer service. Since we only deliver an internet feed, we have dedicated staff that help train our customers on how to ‘cut the cable’ and utilize streaming services. When you call our customer service line, you have a real person answer the phone every time. We have built this company on customer service and delivering on our promises.

Thank you for your consideration of this grant proposal

Exhibit A - FY 2022 Proposed Service Areas

Blue Shaded Area - FY 2020 & FY 2021 PSCW Awarded Areas

Green Shaded Area - FY 2022 Proposed Service Area

Total Locations Passed - 721

Underserved Locations - 459

Unserved Locations - 262

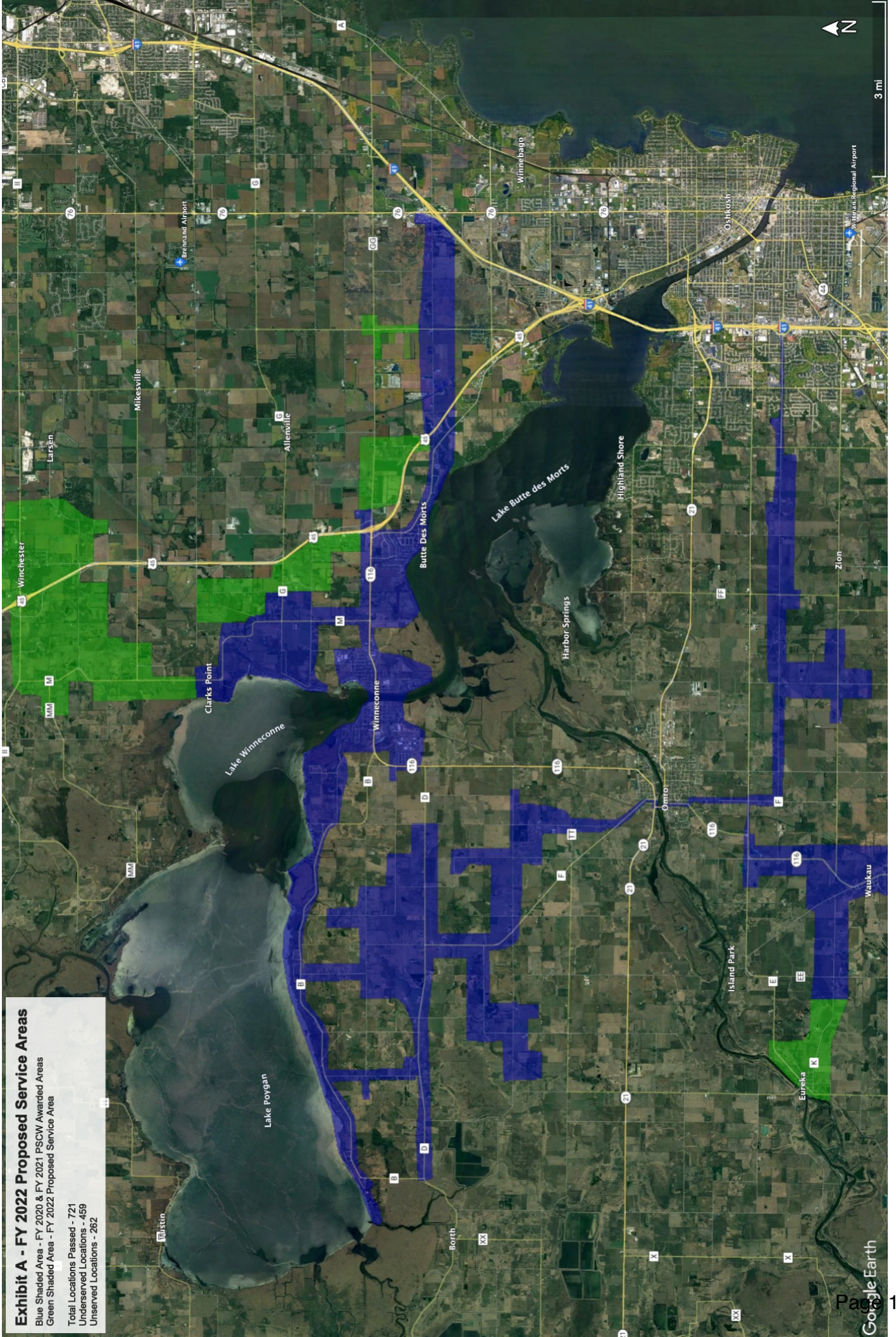


Exhibit A.1 - Service Area 1

Town of Vinland

Total Locations Passed - 46

Underserved Locations - 18

Unserved Locations - 28

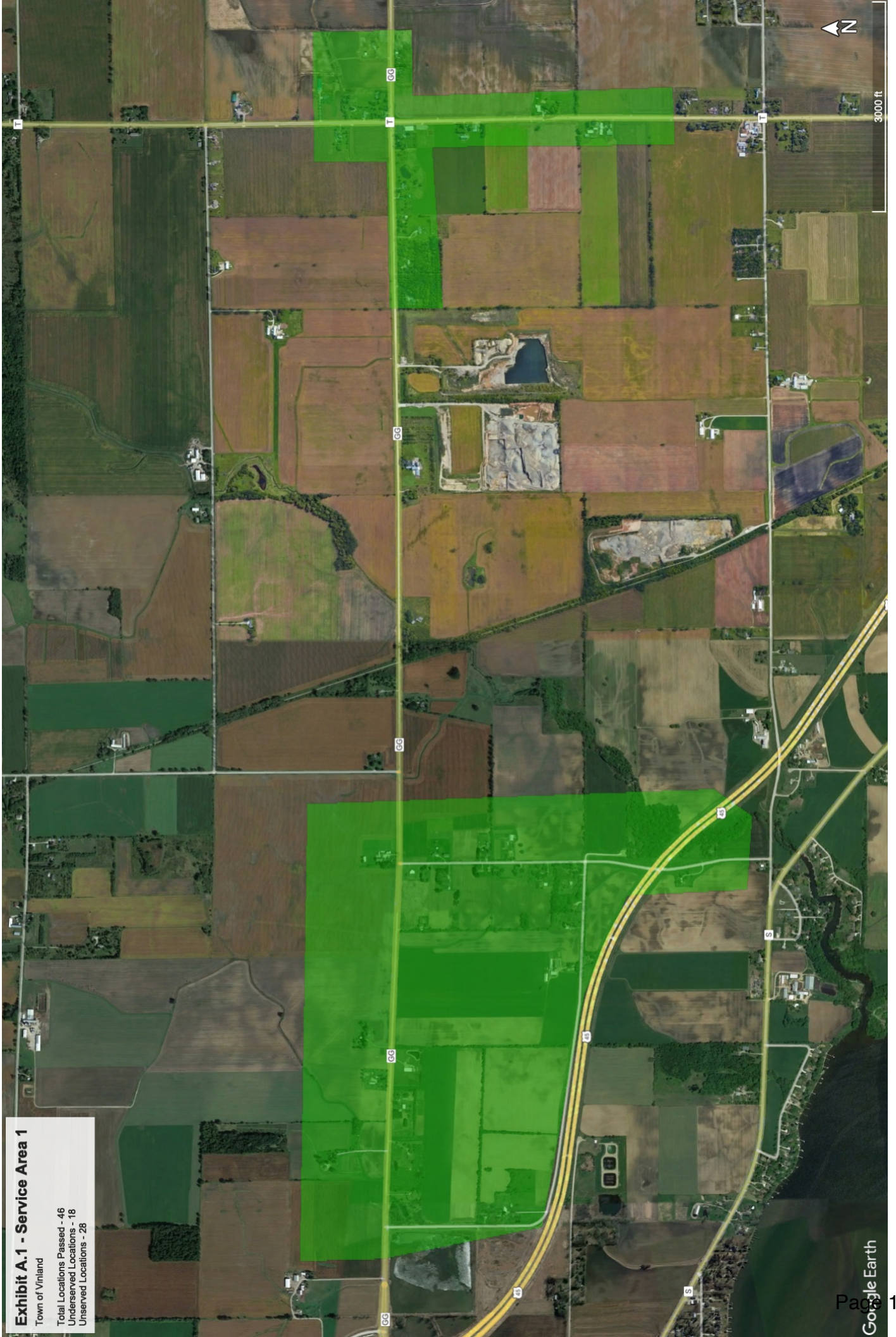


Exhibit A.2 - Service Area 2

Town of Winchester

Total Locations Passed - 490

Underserved Locations - 338

Unserved Locations - 152

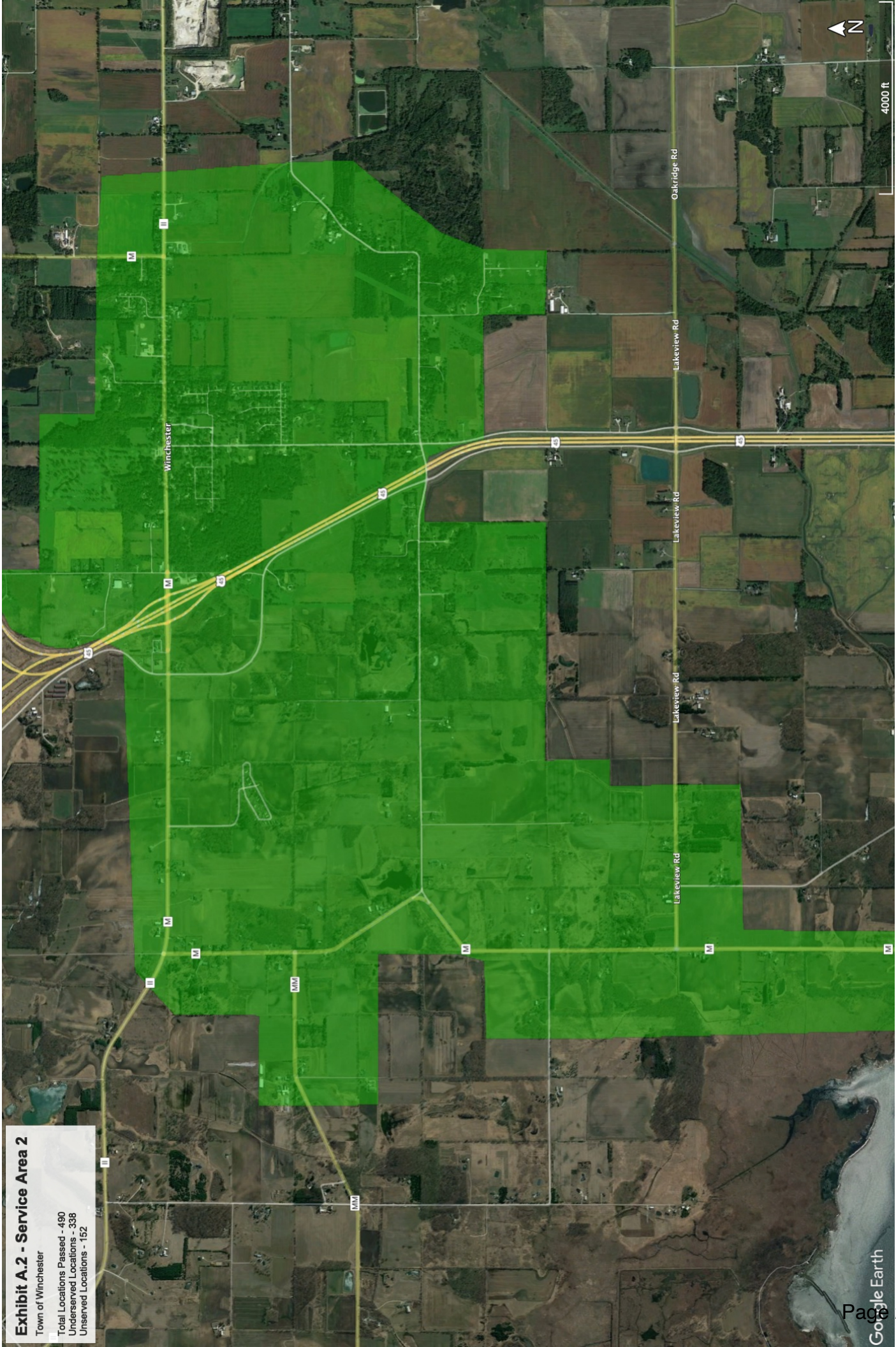


Exhibit A.3 - Service Area 3
 Town of Winnecombe

Total Locations Passed - 80
 Unserved Locations - 28
 Unserved Locations - 52

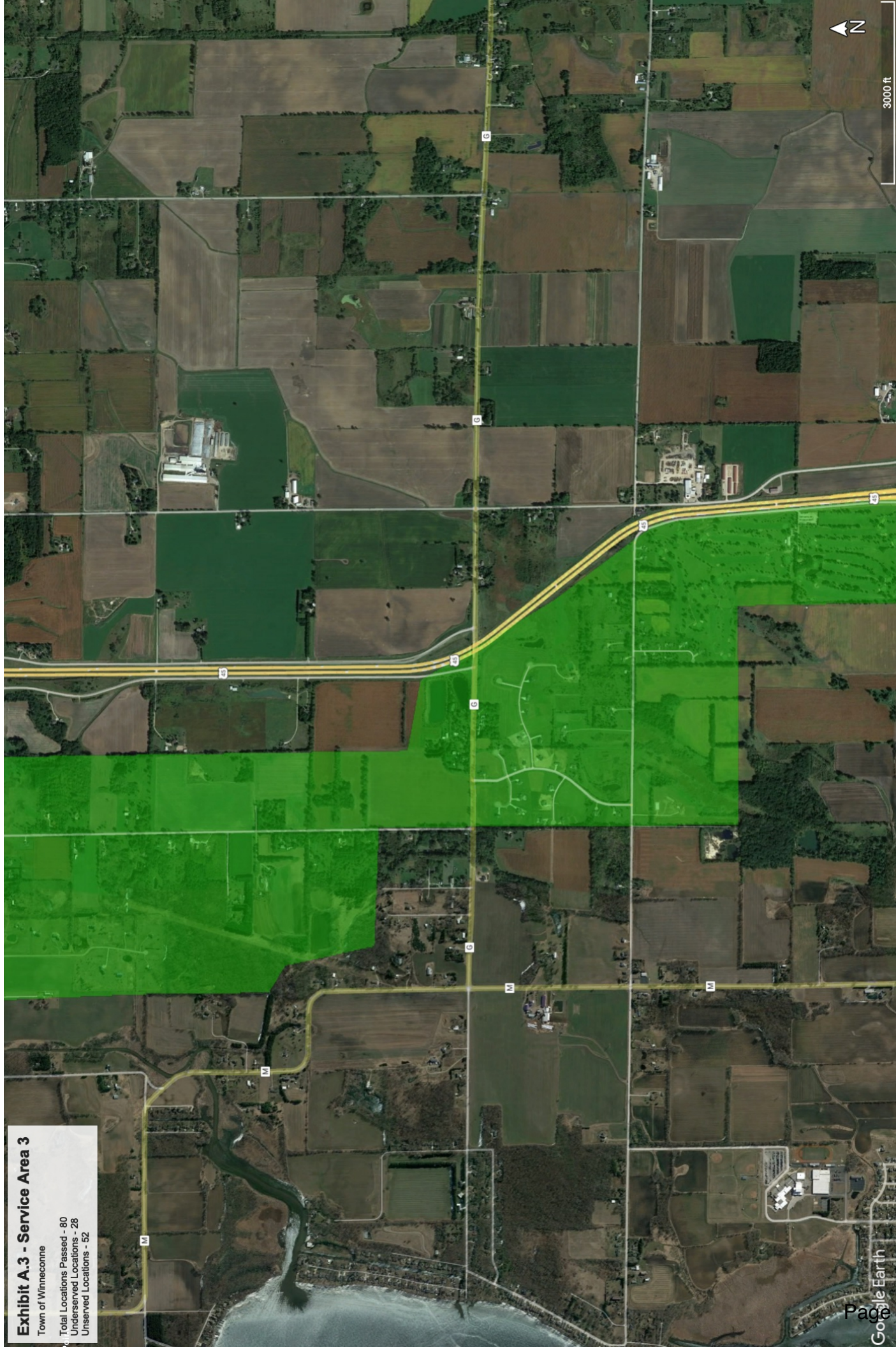


Exhibit A.4 - Service Area 4

Town of Eureka

Total Locations Passed - 105

Underserved Locations - 75

Unserved Locations - 30

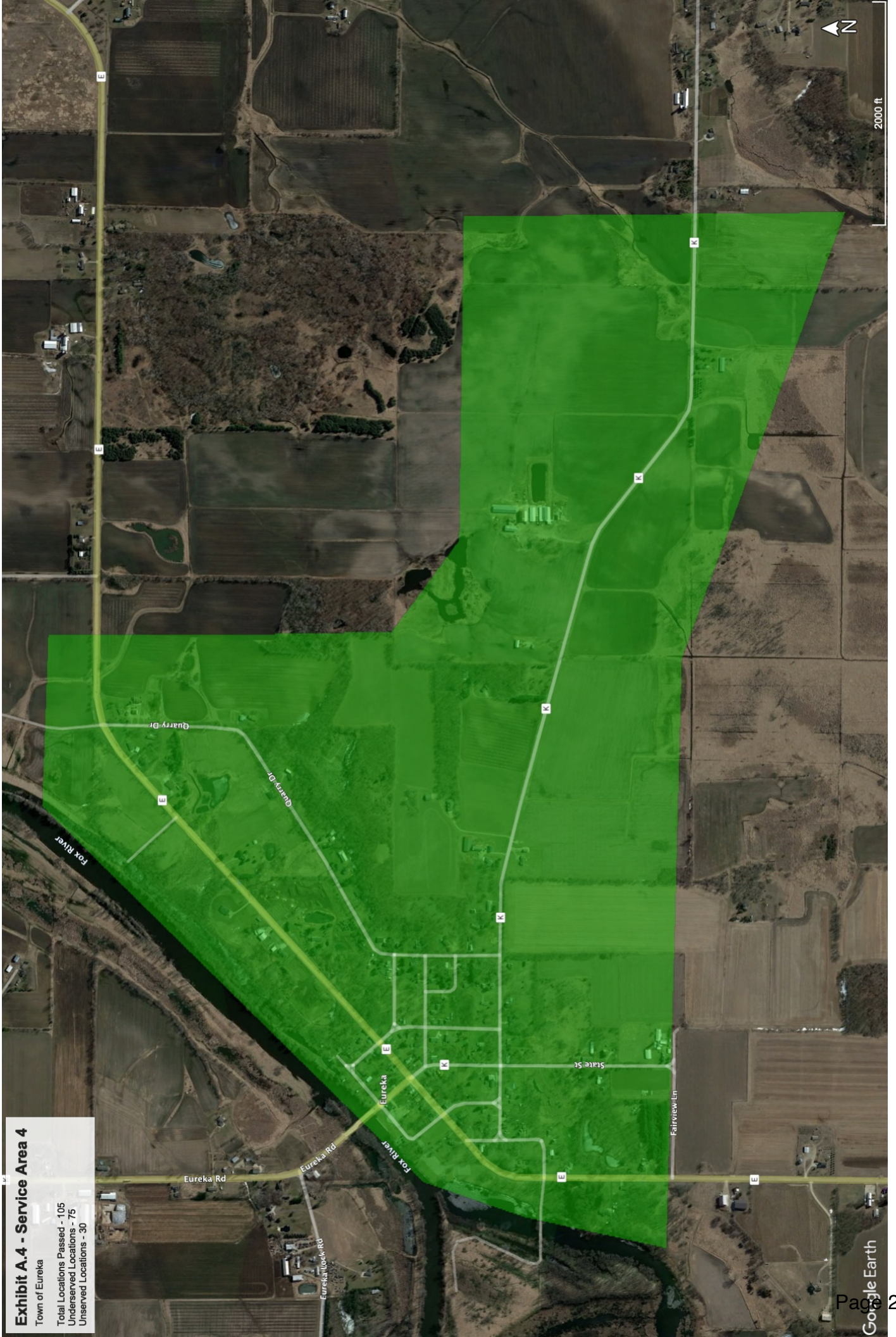


Exhibit B	Light The Lake' Phase 3 Totals		
Cost Analysis			
Total Locations Passed:	721	Total Cost	\$3,466,082
		PSCW Grant	\$2,079,649
Underserved Locations:	459	USI Match	\$1,352,432
Unserved Locations:	262	Public Funds	\$34,000
Construction Units			
Mainline Construction	Boring & Ploving	187346	\$1,653,860
	Vaults	178	\$246,208
	Fiber Optic Cable & Splicing	228250	\$543,090
	Remote Cabinet	3	\$114,575
Customer Acquisition	Drop	536	\$349,379
	NID	536	\$238,601
	Install	536	\$264,165
Engineering & Permits	Engineering Service	\$53,634	\$53,634
	Permitting	\$2,570	\$2,570

Exhibit B.1.	Service Area 1 : Town of Vinland		
Cost Analysis			
Total Locations Passed:	46	Service Area 1 Total Cost	\$252,647
		PSCW Grant	\$151,588
Underserved Locations:	18	USI Match	\$96,058
Unserved Locations:	28	Town of Vinland Match	\$5,000
Construction Units			
	Type of Unit	Number of Units	Total Cost
Mainline Construction	Boring & Ploving	18996	\$121,681
	Vaults	18	\$21,216
	Fiber Optic Cable & Splicing	22250	\$39,690
	Remote Cabinet	1	\$8,750
Customer Acquisition	Drop	37	\$22,800
	NID	37	\$15,571
	Install	37	\$17,239
Engineering & Permits	Engineering Service	\$5,550	\$5,550
	Permitting	\$150	\$150

Exhibit B.2.	Service Area 2 : Town of Winchester		
Cost Analysis			
Total Locations Passed:	490	Service Area 2 Total Cost	\$2,091,631
		PSCW Grant	\$1,254,978
Underserved Locations:	338	USI Match	\$835,152
Unserved Locations:	152	Town of Winchester Match	\$1,500
Construction Units			
	Type of Unit	Number of Units	Total Cost
Mainline Construction	Boring & Ploving	106950	\$971,495
	Vaults	106	\$149,057
	Fiber Optic Cable & Splicing	130000	\$326,400
	Remote Cabinet	1	\$61,300
Customer Acquisition	Drop	343	\$226,030
	NID	343	\$154,363
	Install	343	\$170,901
Engineering & Permits	Engineering Service	\$30,085	\$30,085
	Permitting	\$2,000	\$2,000

Exhibit B.3.	Service Area 3 : Town of Winneconne		
Cost Analysis			
Total Locations Passed:	80	Service Area 3 Total Cost	\$522,609
		PSCW Grant	\$313,565
Underserved Locations:	28	USI Match	\$206,543
Unserved Locations:	52	Town of Winneconne Match	\$2,500
Construction Units			
	Type of Unit	Number of Units	Total Cost
Mainline Construction	Boring & Plowing	30500	\$290,455
	Vaults	24	\$33,749
	Fiber Optic Cable & Splicing	36000	\$77,000
	Remote Cabinet	1	\$1,750
Customer Acquisition	Drop	64	\$45,307
	NID	64	\$30,941
	Install	64	\$34,257
Engineering & Permits	Engineering Service	\$9,000	\$9,000
	Permitting	\$150	\$150

Exhibit B.4.		Service Area 4 : Town of Eureka	
Cost Analysis			
Total Locations Passed:	105	Service Area 4 Total Cost	\$599,196
		PSCW Grant	\$359,518
Underserved Locations:	75	USI Match	\$214,678
Unserved Locations:	30	Winnebago County Match	\$25,000
Construction Units			
	Type of Unit	Number of Units	Total Cost
Mainline Construction	Boring & Ploving	30900	\$270,229
	Vaults	30	\$42,186
	Fiber Optic Cable & Splicing	40000	\$100,000
	Remote Cabinet	1	\$42,775
Customer Acquisition	Drop	84	\$55,241
	NID	84	\$37,726
	Install	84	\$41,769
Engineering & Permits	Engineering Service	\$9,000	\$9,000
	Permitting	\$270	\$270

Exhibit B.5	Boring & Plowing Units			
Bore (1x7FP) : This Unit Consists of supplying and directional drilling in 1 x 7 Way Futurepath. This unit includes all hydrovacing of utilities crossed in a per foot cost				
Description	Unit Cost	Quantity	Cost in USD	
7 way Future Path	\$1.70	1	\$	1.70
#14 Tracer Wire	\$0.11	1	\$	0.11
Drilling in Conduits	\$8.50	1	\$	8.50
Pulling Tracer wire	Price Included			
Bore (1x7FP) unit Pricing in USD			\$	10.31

Bore (1x4FP) : This Unit Consists of supplying and directional drilling in 1 x 4 Way Futurepath. This unit includes all hydrovacing of utilities crossed in a per foot cost				
Description	Unit Cost	Quantity	Cost in USD	
4 way Future Path	\$0.90	1	\$	0.90
#14 Tracer Wire	\$0.11	1	\$	0.11
Drilling in Conduits	\$8.50	1	\$	8.50
Pulling Tracer wire	Price Included			
Bore (1x4FP) unit Pricing in USD			\$	9.51

Exhibit B.5	Vault Units			
BHF (30x48): This unit consists of supplying and installing a 30"x48"x26" Polymer Concrete Vault and includes connecting tracer wires to locate station, mounting locate station in vault, placing of ground rod and attaching ground wire to ground rod				
Description	Unit Cost	# Unit	Cost in USD	
30x48x26 Vault Assembly	\$950.00	1	\$	950.00
3/4" Crushed Stone	\$5.00	1	\$	5.00
Ground Rod	\$12.00	1	\$	12.00
Ground wire	\$0.80	4	\$	3.20
Locate Station	\$35.00	1	\$	35.00
Ground rod lug	\$1.00	1	\$	1.00
Installation of Vault	\$450.00	1	\$	450.00
BHF (30x48) unit Pricing in USD			\$	1,456.20

BHF (24x36): This unit consists of supplying and installing a 24"x36"x26" Polymer Concrete Vault and includes connecting tracer wires to locate station, mounting locate station in vault, placing of ground rod and attaching ground wire to ground rod				
Description	Unit Cost	# Unit	Cost in USD	
24x36x24 Vault Assembly	\$900.00	1	\$	900.00
3/4" Crushed Stone	\$5.00	1	\$	5.00
Ground Rod	\$12.00	1	\$	12.00
Ground wire	\$0.80	4	\$	3.20
Locate Station	\$35.00	1	\$	35.00
Ground rod lug	\$1.00	1	\$	1.00
Installation of Vault	\$450.00	1	\$	450.00
BHF (24x36) unit Pricing in USD			\$	1,406.20

Exhibit B.5	Fiber Cable Units			
BFO (288): This Unit involves Supplying a 288ct SWR Fiber cable and installing it into an innerduct per foot pricing				
Description	Unit Cost	# Feet	Cost in USD	
288ct SWR Fiber cable	\$1.80	1	\$	1.80
Jetting cable into Duct	\$0.50	1	\$	0.50
BFO (288) unit Pricing in USD			\$	2.30

BFO (144): This Unit involves Supplying a 144ct Micro Fiber cable and installing it into an innerduct per foot pricing				
Description	Unit Cost	# Feet	Cost in USD	
144ct Micro Fiber cable	\$1.00	1	\$	1.00
Jetting cable into Duct	\$0.50	1	\$	0.50
BFO (144) unit Pricing in USD			\$	1.50

Exhibit B.5	Customer Acquisition Units		
Fiber Optic Drop			
This unit consists of plowing a drop duct to the house. This includes excavating at the street to connect and sweep conduit and tracer wire. Average distance for microduct based on service area			
Description	Unit Cost	#	Cost in USD
Micro Duct	\$0.19		\$0.00
#14 Tracer Wire	\$0.08		\$0.00
Tracer Wire Coupler	\$4.00		\$0.00
Micro Duct Coupler	\$4.00		\$0.00
Plowing in Micro Duct	\$3.00		\$0.00
Couple duct @ street	\$125.00		\$0.00
Couple Tracer wire	Price Included		
Fiber Optic Drop			\$0.00

Fiber Optic Nid				
This unit consists of installing and fusion splicing a NID at the customer premise. This also includes providing and placing a drop fiber from the splice case to the house.				
Materials Description	Unit Cost	# of Units	Cost in USD	
Nid Box	\$17.00			\$0.00
1 Fiber Drop Cable	\$0.12			\$0.00
Riser Cane	\$5.00			\$0.00
Jetting of Drop Cable	\$0.50			\$0.00
Install Riser Cane & NID	\$75.00			\$0.00
Fiber Optic Nid				\$0.00

Customer Install Cost				
This unit consists of a contract technician going to the customer premise and installing US Internet's CPE and running fiber cable into a residential house				
Materials Description	Unit Cost	# of Units	Cost in USD	
50' Fiber Patch Cord	\$35.00			\$0.00
CPE Equipment	\$100.00			\$0.00
Optics on both sides	\$25.00			\$0.00
Contractor Install Technician Cost	\$125.00			\$0.00
Switch Cost at cabinet	\$30.00			\$0.00
Jumper at Cabinet	\$8.00			\$0.00
Customer Install Cost				\$0.00

Exhibit D – Feedback from local residents regarding access to broadband

“Virtually all of the Town of Vinland remains underserved in regard to reliable internet access” Don O’Connell
Chairman of Town of Vinland

“We currently do not have access to high-speed internet on Skeleton Bridge Road. My son and I both have the opportunity, to work from home, but, at times, we are forced to leave our home and go to a public place to use their internet. Our area is an unserved area, we have no access to any wired internet provider and struggle to get access to wireless internet due to terrain.” Ron Timm resident in Town of Vinland

“I rely on the computer with my work as a historian and scholarship development for a non-profit ethnic group. My wait time to access certain sites is becoming a long one since I have to rely on cellular hotspots. I support that the whole Skeleton Bridge Road have availability to the fiber optics.” Sally Teresinki resident in Town of Vinland

“My wife is a teacher and works on school work every night using our limited internet data. This usually includes using a hot spot or phone for the internet. We are usually out of data within 5 to 10 days.” Ed Russell resident in Town of Vinland

“I am a resident on Kolb Road, Vinland, WI. Our neighborhood struggles with services appropriate to conduct business, teaching, and education from our homes.” Mary Jane Busching resident in Town of Vinland

“While Centurylink claims to provide high speed internet to the community, in reality it does not. We respectfully request that the PSCW reclassify the Town of Winchester as underserved.” Matthew J. Olson, Chairman of Town of Winchester.

“Most of the Town of Winchester only has access to Century Link DSL, Satellite or wireless internet” Ben Joas
resident in Winchester

“There is no available internet service at our house, other than satellite based internet options” Scott Mugerauer
resident in Winchester.

“ I have run several speed tests at my house and they average around 3.4Mbps” Howie Miller resident in Winchester

“I have been trying to work for over 20 years with AT&T or Charter to have them provide service to our road. We still, to this date, do not have a wired internet service provider in our area.” Tom Snider, Former Chairman of Winneconne

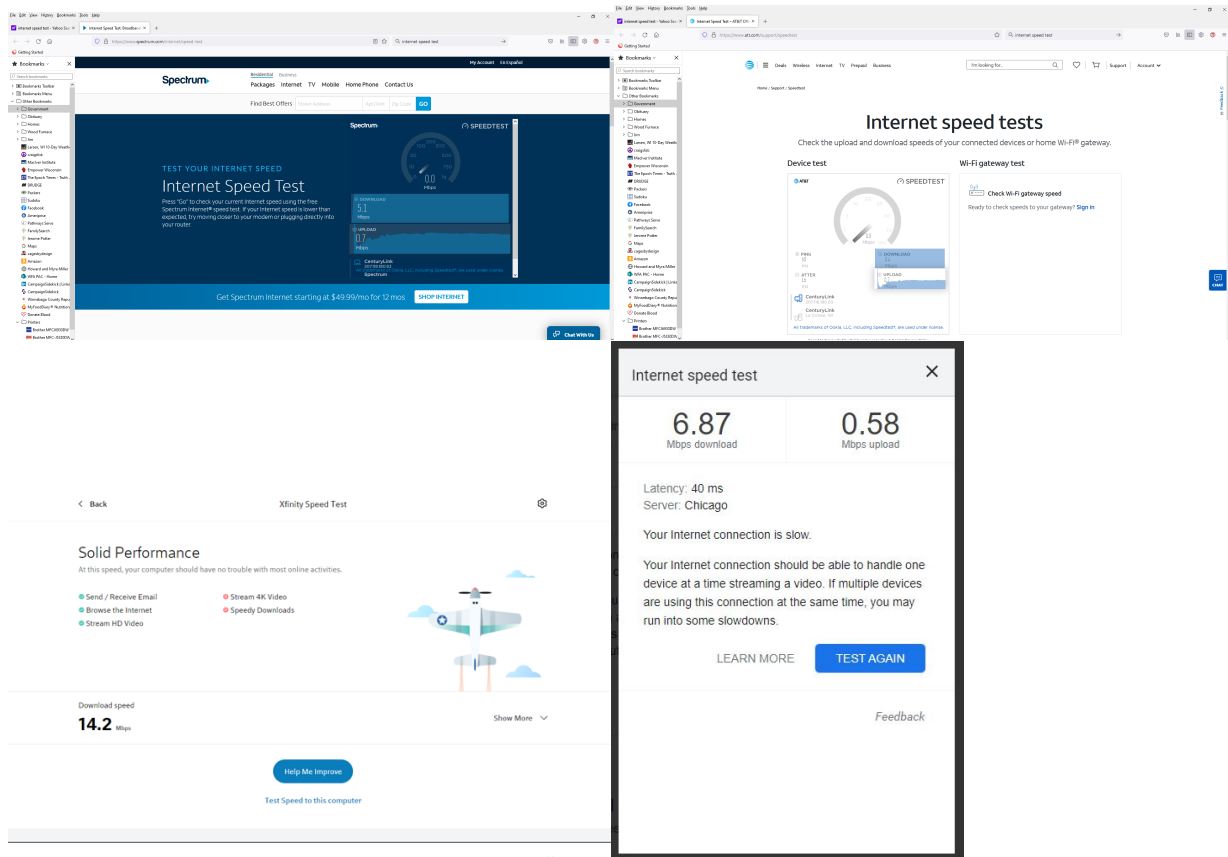
“I am writing you to express that our address of 6472 Breeze Street in Winneconne is an unserved area because we have no wired option for internet service” John & Dawn Frank residents in Winneconne

“I am writing to be considered for installation of USI Fiber for internet service. I currently have no reliable (wired) service” Peter Schafer resident in Winneconne

“Our business has no access to internet other than satellite. Both AT&T and Charter stop their service over a mile up the road.” Dave Petrack Lake Breeze Golf Course

“We rely on our cell phone hotspot because we are unable to use satellite wireless due to trees and terrain.” Ken Fuhrman resident in Winneconne

Exhibit D.1 – Speed tests from residents within proposed service areas



PO Box 2808
112 Otter Ave, 3rd Floor
Oshkosh WI 54903-2808



Oshkosh - 920-232-3340
Fox Cities - 920-727-2880
FAX - 920-232-3347

Winnebago County
Industrial Development Board

The Wave of the Future

March 11, 2022

Dan Kesselmayer
US Internet, Wisconsin Division Manager
12450 Wayzata Blvd, Suite 315
Minnetonka, MN 55305

Dear Mr. Kesselmayer,

We are writing in support of the US Internet Fiber to the Home project in Winnebago County. Rural areas of Winnebago County, including the Towns of Vinland, Winchester, Winneconne, and the unincorporated hamlet of Eureka have been designated as unserved or underserved communities by the Public Service Commission of Wisconsin (PSCW). As such, Winnebago County has discussed entering into a public/private partnership with US Internet to assist in providing reliable broadband service to these unserved or underserved areas of the County.

To this end, the Winnebago County Industrial Development Board has committed to match PSCW grant funding for this project in the amount \$25,000, which is contingent upon successful awarding of the grant funding from the PSCW.

We look forward to working with you to bring reliable broadband internet service to our underserved and unserved rural areas of Winnebago County, which will foster positive economic development and public service benefits for the County's rural area businesses, residents and communities. Thank you.

Sincerely,

Jon Doemel,
Winnebago County Executive

Sincerely,

Rob Keller,
Chair, Winnebago County Industrial
Development Board



TOWN OF VINLAND

6085 COUNTY ROAD T • OSHKOSH, WI 54904

PHONE (920) 235-6953 • FAX (920) 235-6994

www.townofvinland.org

Don O'Connell, Chairman
Todd Devens, Supervisor
Stacy Frakes, Supervisor

Karen Brazee, Clerk/Treasurer
Maggie Starr, Deputy Clerk/Treasurer

March 3, 2022

Jon Doemel
Winnebago County Executive
112 Otter Avenue
Oshkosh, WI 54901

Dear Mr. Doemel,

The 2019 US Internet, Fiber to Home project provided grant funding to install high-speed, fiber optic broadband to unserved and underserved areas of Winnebago County. As a result of this effort, broadband internet access is now available along Brooks Road, which forms the Town of Vinland's southern border with the Town of Oshkosh. However, virtually all of the Town of Vinland remains underserved in regard to reliable internet access.

Recently, Dan Kesselmeyer of US Internet approached the town with an offer to pursue grant funding to run fiber optic cable to the town's administration & fire building. The timing of this offer is good as the town board is in the process of upgrading the building's audio and video system deficiencies that were exposed in virtual meetings held during the covid-19 surges that occurred over the past two years. Reliable, high speed internet access is the foundation these systems require in order to hold effective virtual meetings and improve the overall efficiency of the town's administration.

The Town of Vinland supports the US Internet project to install high-speed, fiber optic broadband from Brooks Road to the Town of Vinland's, administration & fire building located at the corner of county highways "T" and "GG". As such, the town has committed \$5,000 toward the project and asks Winnebago County to support it as well. Not only will this project improve the services provided by the town to its residents, it also serves as a launch point for providing the remainder of the town with broadband internet access.

Sincerely,

Donald O'Connell

Donald O'Connell
Chairman, Town of Vinland

Exhibit E.1

Town of Winchester

8522 Park Way, Larsen, WI 54947

920.836.2948

clerk@townofwinchesterwi.com

February 24, 2022

WI PSC State Broadband Expansion

RE: Town of Winchester, Winnebago County

The Town of Winchester, Winnebago County, on behalf of our residential and commercial constituents is appealing to be reclassified as an underserved community relating to broadband internet services. While Centurylink claims to provide high-speed internet to the community, in reality it does not. The enclosed speed tests taken in various locations throughout Winchester clearly indicate the service provided is less than sufficient for most personal, educational, and business use.

The Town Board of Supervisors plan to adopt a Broadband Forward! Community Ordinance at their regular meeting to be held on March 21, 2021. A copy of the executed ordinance will be uploaded to the PSC Broadband Portal after adoption.

The Town Board of Supervisors has authorized USI to prepare and submit a Broadband Grant application on behalf of the Town of Winchester. We respectfully request the PSC State Broadband office reclassify the Town as underserved and review the application as such.

Additionally, the Town Board of Supervisors has made a financial commitment to the project if the grant application is approved.

Thank you,



Matthew J. Olson, Chairman

enclosures



Town of Winneconne

6494 Cty Rd M • Winneconne, WI 54986

Telephone: 920-582-3260 • Fax: 920-582-3207

March 10, 2022

To Whom it may concern:

I'm writing on behalf of the residents of the Town of Winneconne, located in central Winnebago County. As a mostly rural community, it is a challenge to get reliable and affordable broadband service to many areas within the Town. Since last year, USI and Dan Kesselmeyer have done a fantastic job connecting many of the Town residents with fiber in the ground and to people's homes. But today we are asking that you approve another grant for USI to help reach the back corners of the Township. Many of these homes have a larger distance between them, making the need to offset the cost even greater.

My family was stuck with unreliable cellular internet during the Covid-19 pandemic. My wife, 2 high school students and myself were forced to ration our internet allotment to be able to complete the required studying and to perform our jobs. Since USI has provided us with Fiber Optic broadband, we have been able to fully achieve the requirements to be successful in school and our careers. We are now enjoying the connectivity that was only available to people that lived in cities. It's time to bring that service to all places in the Town of Winneconne, so even the most rural residents can be allowed the ability to work from home, start an online business, let their kids have access to knowledge that was only available to families that lived in more modernized areas.

USI has been a great community neighbor since they started. They have worked great with the homeowners, the business and the County. They place all of the cable underground within the road right-of-ways and in people's yards and treat the properties respectfully. They provide very affordable rates that are cheaper than what my family was paying before. We no longer have interruption in service with bad weather.

So, I ask that the Public Service Commission of Wisconsin approves the Phase 3 Broadband expansion grant for USI and help the Town of Winneconne get connected!

Sincerely,
Matt Woods - Chairperson
Town of Winneconne